



Space and Naval Warfare Systems Center Atlantic

Making IT Count Through Contracts

**Small Business and Industry
Outreach Initiative (SBIOI)**

Twenty-Ninth Symposium
July 18, 2013

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2.0 Contracts Competency

Contract Strategy Summary

Seaport / ITES (emerging work / single sponsors)

Grandfathered (work in process)

Niche (specialty areas i.e. Internet Café)

**Command
Wide**

Command PM/FM (RFP 3rd Qtr. FY13)

Equipment (A/V, C2, Commas, ISR, PBX/Routers, Rate, Production) ✓

8(a) Incubation (RFP 4th Qtr. FY13)

Warehousing (Ability One) ✓

Installation (Sea Enterprise) ✓

Production ✓

✓ Awarded

Updated 07/18/2013

**PII
Pillar**

**ICO
Pillar**

**BFS
Pillar**

**BA
Pillar**

**DS
Pillar**

**TCI
Pillar**

8(a) \$99M

Awarded
4/23/12

Awarded
6/12/12

Awarded
8/28/12

Awarded
11/2/12

Awarded
7/17/13

Awarded
11/26/12

Prep \$99M

Awarded
8/27/12

Awarded
11/07/12

Awarded
9/28/12

Awarded
6/12/13

Awarded
12/14/12

Awarded
10/23/12

SBSA \$250M

Awarded
7/12/12

Awarded
3/6/13

Awarded
2/14/13

Awarded
8/16/12

Awarded
12/20/12

Awarded
4/11/13

Unrest \$900M

Awarded
12/18/12

Awarded
7/16/13

Awarded
5/8/13

Awarded
11/15/12

Awarded
4/3/13

Projected
10/3/13

Hot Topics

- ▼ 4th Quarter Workload
- ▼ MAC Transition / SeaPort-o
- ▼ Pillar Usage
- ▼ Underutilized Contracts
- ▼ Tripwires
- ▼ Forecasting



4th Quarter Workload

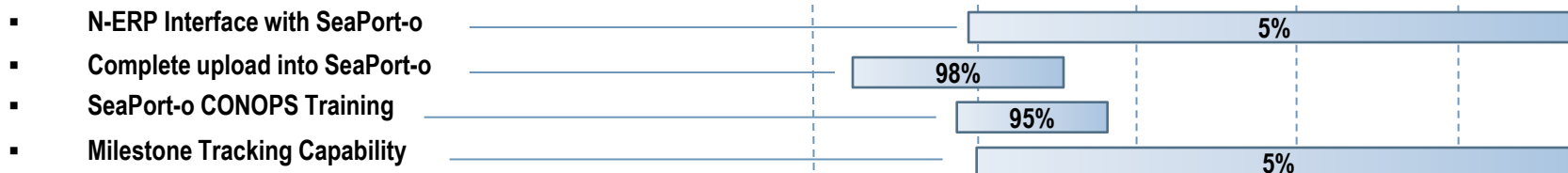
▼ Backlog:

- Current backlog: 1,739 purchase requests
- Cut-off dates
- Furlough impact
- Loss of personnel
- Prioritization of work
 - FY 13 Expiring Funds
 - FY 13 Carry Over
 - Navy & Marine Corps Requirements
 - 1 Oct 2013 Start Dates

MAC Transition Deployment Schedule

7/16/2013

▼ SeaPort-o Transition

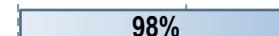


▼ Contracts Conops Document

▼ MAC Lower Level Processes



▼ Market Survey Tracking Mechanism



▼ MAC Training Dev (SOO/PWS, QASP, Contract Type, SSP)



▼ Status Reporting – Milestone Tracking



▼ MAC Training Deployment



▼ Defining KPI Metrics



- Monitoring Workload
- Reports



SeaPort-o

▼ Transition Efforts

- Development of standard processes
- In-house training (Contracts)
- Reorganization

▼ Naming Convention

- Incorporation of MAC contract number series vs general description

▼ Market Survey and RFP Response Timeframes

- Market surveys: 3-5 business days
- RFPs: 10-15 calendar days
 - Inclusion of language related to ability to respond within established timeframe (vs 30 days)

SeaPort-o (Cont'd)

▼ Get Registered!!

- Impacting some transition efforts
- Company's systems administrator
 - Responsible for getting appropriate personnel registered along with associated roles

Strategy to Use Pillars

- ▼ Contract CONOPS – Pillars and Other Command-Wide Contracts Are Given 1st Priority For All New Task Orders
- ▼ Contract Strategy Working Group
 - Reviews All Contract Initiation Requests To Rule Out Pillars as Option Before Generating Another Basic Contract
 - Reviewing All Existing External Contract Orders To Explore Forgoing Options to Transition Work to Pillars
 - Collecting and Reviewing Follow-on Plans for All Existing In-house and External Orders

Underutilized Contracts

- ▼ Definition = Contract Over 6 Months Old With Less Than 50% of Expected Obligations
- ▼ 74 Contracts Meet Definition Today
 - \$8.7B - Total Ceiling
 - \$5.8B - Combined Unused Ceiling Projected at End of Contracts @ Current Burn Rate
- ▼ Contract Strategy Working Group Actions
 - Assess scope to determine potential cause(s)
 - Narrow scope
 - Current SSC Atlantic customer
 - Raise Competency Awareness for Contracts with Universal Value, Especially Small Business Contracts

Tripwires

▼ Post-award Subcontractor Approvals

- Currently performed at task order level
 - Approvals based upon specific type of work to be performed
 - Why unable to perform within the previously approved team?
- Approval prior to task order issuance
 - Impact to previously approved subcontracting team
 - Acquisitions/mergers
 - Overall small business goal compliance
- Task order requests for proposals include subcontractor approval checklist requirements
 - Part of proposal submission

Tripwires

▼ Labor Rates

- Labor category rates in excess of \$120.19/hour (\$250K/yr) and >500 hours
- Majority of task order requests for proposals include pricing models
 - Highlights rates subject to tripwire approval
 - Supporting documentation to justify fair and reasonable price

Forecasting

▼ Phase I

- SeaPort-o
 - Pillar task order competitions
 - Market survey process
 - FY 14: Inclusion of full and open awardees (informational purposes)

▼ Phase II

- Pending
 - Results of current task order follow on strategy review/analysis
 - Portfolio and Competency planning information

FY 14 Initiatives

- 
- ▼ Performance Work Statement Training
 - ▼ MAC Transition
 - Command-wide training
 - Continued process improvement
 - ▼ Increasing Capability
 - Quality
 - Efficiency
 - Experience level
 - Additional resources
 - ▼ Supply MACs
 - ▼ Continued Communication with Industry

QUESTIONS?